



Medeco News &amp; Information

**medeco**  
 HIGH SECURITY LOCKS  
 ASSA ABLOY

# Solutions


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## Season's Greetings!



You hear it said many times, but it never hurts for us to stop now and then and remind you that the people that make up the finest high security lock in the world think about the people, homes, and businesses that those locks secure every day. We hope that since you know you're secure with our products that you can spend your time on the things that really matter such as friends and family. All our best to you!

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## Medeco Canada Media Coverage

Medeco Canada recently had two feature articles in ASSA ABLOY's internal magazine and website. The first, [Retailers Combat Shrink](#), was featured on ASSA ABLOY's Future Lab website. This includes quotes from Brendan Alexander, Director of Loss Prevention for Best Buy Canada, discussing his confidence in Logic. Trish Holland of Medeco Canada is also quoted in the article and it can be downloaded by [clicking here](#). The second article, [Logic Cliq a hit at Ottawa International Airport](#), is featured in the References section of the ASSA ABLOY website. John Machado, manager Airport Security with The Ottawa International Airport Authority talks about his initial interest in Logic and the product's ease of use. To view this article, [click here](#)

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## Access Control in a Cylinder

Hybrid Cylinder is coming to Canada early 2009! Medeco Hybrid Cylinders incorporate the functions of common online access control readers into an offline retrofit cylinder. With this technology, mechanical and electronic access control systems can be easily merged for absolute flexibility, security, and convenience, all while reducing costs for new installations or system expansions. Welcome to the future of door security.

Hybrid cylinders will be available to any contracted Medeco dealer in their current and future Medeco<sup>3</sup> or Biaxial keyways. It is sent in an unprogrammed state so is ideally configured to keep as part of your Medeco inventory. Watch for launch details early in the new year!. For more information about Hybrid Cylinder, or [click here](#).



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## Securing our Airports

New information on airport access control and tracking, and how the Aviation and Transportation Security Act relates to physical security is now available from Medeco in a white paper. The aviation white paper examines access control issues, discusses the risks inherent in traditional security measures designed to protect airports, and offers specific security solutions to control and track access. [Click here](#) to download a copy of this important information.

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## Tech Notes

### New Technical Specifications Book

The huge array of Medeco retrofit products challenge even the most experienced of us to quickly find the information we need! Listening to customer demand, we've separated out much of the technical dimension data into a separate book from the catalog and price list. This new Technical Dimensions & Specifications book is now available online and a print version will be available mid January of 2009. This book includes technical data, dimensions and drawings for most Medeco products. [Click here](#) to download a copy.



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## Medeco Spotlight

### We Want to Hear from You!

In efforts to improve your experience with Medeco, we would like to get your feedback. To fill out the Medeco Customer Service survey, please [click here](#). The Password is "INNOVATION". We look forward to hearing from you!

## Welcome, Dan Smith



Please welcome Dan Smith, our new Technical Services Manager. Dan will be responsible for managing Technical Services in addition to creating new levels of support. He joins us from Valcom, where he was the Technical Services Manager.

Originally from Baltimore, Dan has lived in Roanoke for over 22 years. He and his wife have four children between the ages of seven and thirteen. His wife owns Melody Makers, a local company which teaches children about music.

We are excited to have Dan join our team. You can reach him at [dansmith@medeco.com](mailto:dansmith@medeco.com).

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## Calendar of Events

### January 2009

18-21 Storepoint, Coronado, CA

### February 2009

7 Oklahoma Master Locksmith Association Distributors Show, Tulsa, OK

9 North Carolina Locksmith Association Show, Charlotte, NC

### March 2009

6 IDN Hardware Show, Novi, MI

10-12 NFMT, Baltimore, MD

21 Texas Locksmith Association Show

Click [here](#) for our trade show calendar.

### Contact us with Questions or Comments:

Medeco US Door Security 800-839-3157

Medeco Canada 888-MEDECO4

Medeco Industrial Security 888-633-3261

Medeco Export 540-380-1603

### Quick Links to Medeco

[Contact Us](#)

[www.Medeco.com](http://www.Medeco.com)

If there are others within your company that you would like to have added to our list, please feel free to forward this message, or contact Mary Lee Runstedler at [mrunstedler@medeco.com](mailto:mrunstedler@medeco.com).

Medeco Solutions is a monthly publication of Medeco Security Locks. While we hope that

you find it useful and informative, unsubscribe information is included below. Please let us know if you are not seeing the type of information that you would find helpful - along with suggestions of what we should include.

The medeco.com web site is constantly updated with information on new products as well as exciting events that Medeco is involved with. [Click here](#) to sign up for an automatic update when significant changes have been added to the site. Just as with Solutions, a link is always included to allow you to "opt out" of the updates at any time.

**Thanks for your subscription!**